

Message Text

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TAGS: BPRO, BEXP, MX

SUBJ: EXIMBANK GUARANTEE FOR SALE OF METALWORKING EQUIPMENT TO
DISTRIBUIDORA DE ACEROS ANAHUAC, S.A.

EXIMBANK FOR JULIE JOYCE

REF: (A) PLANTY/JOYCE TELECON, (B) MEXICO 0744,

1. SUBJECT COMPANY ESTABLISHED 1970 WITH 2,000,000 PESOS
INITIAL CAPITAL ENLARGED TO 15,000,000 PESOS BY 1975. FIRM
EMPLOYS 55 IN WIDE RANGE METALWORKING ACTIVITIES. CONFIDENTIA
DUN & BRADSTREET REPORT INDICATES COMPANY PLANNING EXPANSION
AND PURCHASED NEW MACHINERY VALUED AT 8,000,000 PESOS IN
AUGUST 1975. SIXTY PERCENT OF COMPANY'S MARKET IN FEDERAL
DISTRICT. FIRM REPORTEDLY HAS 300 ACCOUNTS AND ANNOUNCED SALES
OF 50,000,000 PESOS IN 1974.

2. DISTRIBUIDORA ANAHUAC FORMS PART OF ANAHUAC INDUSTRIAL
GROUP WHICH IS COMPOSED OF FOLLOWING COMPANIES: FEFFETERIA
ANAHUAC S.A., PLACA Y LAMINA ESTRUCTURAL S.A., INMUEBLES
ESPECIALIZADOS INDUSTRIALES S.A., TRANSPORTES DE FERRETERA S.A.,
AND LAMINAS ESTRUCTURALES S.A. ANAHUAC GROUP SIMULTANEOUSLY
FORMS PART OF INGENIEROS CIVILES ASOCIADOS S.A. (ICA
GROUP).

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3. D & B INVESTIGATION CHARACTERIZES ANAHUAC GROUP FINANCIAL

SITUATION SATISFACTORY, ALTHOUGH TOTAL LIABILITIES HIGH
COMPARED TO AVAILABLE CAPITAL. WORKING CAPITAL ADEQUATE
TO FINANCE OPERATIONS AND CONSISTS PRIMARILY OF ACCOUNTS
RECEIVABLE MERCHANDISE. ACCOUNTS RECEIVABLE COLLECTION
SATISFACTORY. BANK REFERENCES REPORT FIRM MEETS OBLIGATIONS
PROMPTLY AND IS WELL REGARDED. FIRM SHOULD BE SATISFACTORY
CONTACT FOR U.S. COMPANIES.

4. COMPANY'S EXPANSION PARALLELS OVERALL EXPANSION OF
STEEL INDUSTRY. PARA 4 REFTEL CONTAINS FURTHER COMMENTS
ON INDUSTRY AS WHOLE.
THOMPSON

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